

PROGRAM VERSION COMPARISON

	School Agreement 1.0	School Agreement 3.0 Subscription
Customer Profile*	K-12 institution looking for a simple and flexible subscription licensing agreement	
Date available	Until August 31, 2001	Beginning August 1, 2001
Minimum requirements	100 PCs	300 units (Total units = # of products x # of PCs)
Products Included	<p>Includes this standard platform:</p> <ul style="list-style-type: none"> Office Standard, Pro and Macintosh® Editions Works Standard Windows® Desktop Operating System Upgrades BackOffice® Server CALs Encarta® Reference Suite and Online Deluxe Visual Studio® Professional Edition Microsoft Office Starts Here™/Step by Step Interactive by Microsoft Press® <p>May include add-on products:</p> <ul style="list-style-type: none"> Project® FrontPage® Microsoft Windows® 98 Starts Here by Microsoft Press Windows 2000 Professional Step by Step Interactive by Microsoft Press Web Publishing Step by Step Interactive by Microsoft Press 	<p>May choose any of the following products:</p> <ul style="list-style-type: none"> Office Standard, Pro and Macintosh Editions Windows Desktop Operating System Upgrades Core CALs Visio® Professional Edition FrontPage Visual Studio Project Publisher SQL Server™ CALS Encarta Reference Suite and Online Deluxe Encarta Class Server CALs Windows 2000 Professional Step by Step Interactive by Microsoft Press Web Publishing Step by Step Interactive by Microsoft Press Scholastic's The Magic School Bus titles
Term	12 months	<p>Master Agreement has no expiration date</p> <p>Once a Master Agreement is in place, Subscription Order Forms are submitted for 12 months of license coverage</p>
Staying Current on Software	Customers licensed to run any version of products, including product upgrades released during the designated subscription term	
Pricing	Tiered price for non-perpetual licenses covering all institution computers based the number of PCs	
Student Licensing	Not available for licensing student for use of products on personal computer(s) or designated institution owned computer	Student Option licenses specific number of students for use of products on their personal computer
Initiating Agreement	Sign an agreement with Microsoft through an AER** and receive a License Confirmation for all licenses acquired	Sign a Master Agreement and place annual orders for license coverage through an AER**
Product Fulfillment	Must acquire initial software from Microsoft World Wide Fulfillment	Receive one complimentary Product Welcome Kit containing CDs for most products and receive CDs for any upgrades that occur for those products during the subscription term
Sales Channel	Any Microsoft Authorized Education Reseller (AER)	

*Must meet the definition of a Microsoft Eligible Education Customer detailed at <http://www.microsoft.com/education/?ID=eligible> (US only). Outside of the United States, please contact your local Microsoft Representative.

**To find an AER in your area, visit <http://www.microsoft.com/education/?ID=AERFIND>

For further information about Microsoft's academic volume licensing programs, please visit <http://www.microsoft.com/education/license/>

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